

Competitive Face-off

Xerox® Phaser® 6140

vs. Brother® HL-3070cw

The Phaser 6140 advantages:

- Excellent value
- Outstanding productivity
- Superior print quality
- More flexible media handling
- Better sustainability
- The Xerox Total Satisfaction Guarantee

Features	Xerox Phaser 6140	Brother HL-3070cw
Excellent value The Phaser 6140 delivers more value with a faster print engine and processor, more memory, true Adobe® PostScript® 3™ support, and optional duplex unit.	Phaser 6140: \$399*	HL-3070cw: \$349*
Superior print quality True Adobe PostScript 3 and Pantone® Color approved solid-color simulations give users the brightest, truest colors and graphics possible.	True Adobe PostScript 3 Pantone Color approved solid-color simulations	PostScript 3 emulation (BR-Script3)
Faster driver installation Users will be up and printing in less than a minute when installing the Phaser 6140 printer driver.	Install: 57 seconds	Install: 2:15
Flexible media handling The Phaser 6140 offers more paper capacity and supports a much broader range of media types and sizes from all trays. Plus, it offers a duplex unit for automatic two-sided printing. By contrast, the Brother HL-3070cw only supports envelopes, custom-sizes and semi-heavy media from the single-sheet manual feed tray. And, without automatic two-sided printing capability, users must manually perform this task.	All trays: 17 to 58 lb. bond (65 to 220 gsm) Envelopes: All trays Custom sizes: All trays Paper input (std/max): 250 sheets / 500 sheets Paper output: 150 sheets Optional duplex unit	Cassette: 16 to 28 lb. bond (60 to 105 gsm) Manual: 16 to 43 lb. bond (60 to 163 gsm) Envelopes: Manual feed Custom sizes: Manual feed Paper input: 250 sheets Paper output 100 sheets No duplex option
Better sustainability The Phaser 6140 reduces paper waste by ignoring blank pages in a print job and automatically printing on two sides of a page.** Plus, earth-friendly consumable packaging and smaller toner cartridges limit its carbon footprint (see back page).	Skip blank pages feature Automatic 2-sided printing Earth-friendly packaging means 80 % less waste than comparable laser printers	No skip blank pages support No automatic 2-sided printing Traditional packaging and bulky toner cartridges
Superior warranty In the event that the Phaser 6140 printer needs a service call, Xerox will send a technician on-site with parts to get the printer up and running. By contrast, Brother users must repack their 41.9 lb. printer for shipment to an authorized reseller for exchange.	One-year on-site	One-year exchange



Better real-world performance

The Phaser 6140 outpaces the Brother HL-3070cw in real-world office environments – easily outperforming it on Adobe Acrobat® files, Microsoft Office® documents and everyday general office files.

Product specifications	Xerox Phaser 6140	Brother HL-3070cw
Print speed (up to)	19 ppm color / 21 ppm black	17 ppm color / 17 ppm black
First-page-out-time	As fast as 13 seconds color / 12 seconds black	As fast as 16 seconds color / 15 seconds black
Processor	400 MHz	300 MHz
Memory (std / max)	256 MB / 1,280 MB	64 MB / 576 MB

Real-world performance***	Xerox Phaser 6140	Brother HL-3070cw
2-page Acrobat PDF	19.70 seconds	26 seconds
15-document suite	3:38	7:28

* All prices are U.S estimated retail prices.

** Requires optional duplex unit.

*** Tested using industry standard PageSense performance measuring software.

Competitive Comparisons

Other Xerox® Phaser® 6140 Advantages

Sustainable, earth-friendly toner and packaging

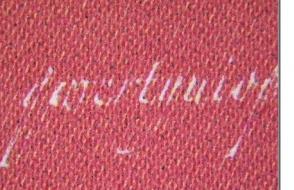
The Phaser 6140 printer's toner cartridge is extremely small and includes more toner (2,600 print capacity black, 2,000 CMY) than the Brother HL-3070cw printer (2,200 print capacity black, 1,400 CMY). This reduces the need for bulky packaging materials, costs less to ship and conserves precious storage space.

Xerox Phaser 6140: Smaller cartridges – less packaging	Brother HL-3070cw: Bulky cartridges and packaging
 	 

Exceptional print quality

The following enlargements clearly show that the Phaser 6140 printer produces superior text quality, edge registration and detail than the Brother HL-3070cw printer.

The benefit of choosing Xerox over Brother is evident in the images shown below.

	Xerox Phaser 6140	Brother HL-3070cw
Better detail No loss of information – the Phaser 6140 printer's output is much more precise and legible than the Brother device.		
Better fills and accuracy No loss of information and smooth fills – notice how smooth the green fill is from the Phaser 6140, as well as the symmetry and accuracy of fine lines, whereas the Brother HL-3070cw printer's output is inconsistent and mottled.		

